

Message Text

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ORIGIN EB-07

INFO OCT-01 EA-07 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00

DOT-00 INR-07 NSAE-00 FAA-00 /024 R

DRAFTED BY EB/AN:TROESCH:DAP

APPROVED BY EB/AN:RABROWN

CAB - MR. BROWNE

EA/ANP - H. NELSON

----- 053605

R 041705Z FEB 76

FM SECSTATE WASHDC

TO AMEMBASSY WELLINGTON

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E.O. 11652: N/A

TAGS: EAIR, NZ

SUBJECT: CIVAIR: PAN AM AND NEW ZEALAND SPECIAL FARES

--- PROBLEMS

REF: 1) WELLINGTON 93; 2) WELLINGTON 360; 3) WELLINGTON

--- 412; 4) NELSON/KILGORE TELCON OF FEB. 3

1. DEPT APPRECIATES EMBASSY'S CONTINUING EFFORTS REGARDING THIS PROBLEM.

2. PAN AM INSTRUCTING MORGAN, PAN AM NZ, TO REFILE IN ACCORDANCE WITH OCTOBER 27 ADVICE EXCEPT FOR PARAGRAPH ON TRANSFERS RE YE 180 FARES. PAN AM FILING FOR TWO RATHER THAN ONE TRANSFER AND SEVERAL ADDITIONAL TRANSFER POINTS IN US.

3. BECAUSE OF HEAVY NEGOTIATIONS SCHEDULE IN WASHINGTON VISIT OF USG REPRESENTATIVE FROM HERE UNLIKELY IN NEAR FUTURE. HOWEVER, PAN AM WOULD MAKE VP FROM NYC OFFICE

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AVAILABLE WEEK OF FEBRUARY 9. IN ACCORDANCE REFTELCON

PAN AM INFORMED OF IMPORTANCE OF HAVING THIS REPRESENTATIVE VISIT NZ.

4. FYI: PAN AM HESITATES TO FILE IN COMPLETE ACCORDANCE WITH OCTOBER 27 ADVICE BECAUSE IT FEELS ONCE FILED, NO CHANGE COULD BE MADE. PAN AM FEELS INCOMPLETE FILING ITS ONLY LEVERAGE. PAN AM HOPES GNZ WILL NOT ACT RASHLY BECAUSE OF ANZ'S FAVORABLE POSITION IN US MARKET. PAA ALSO BELIEVES ANZ POSITION WEAK BECAUSE OF ANZ'S DISCRIMINATORY PRACTICES CONCERNING WORKERS' FARES FROM WESTERN SAMOA WHICH ARE ONLY AVAILABLE FROM ANZ AND ANZ'S FAILURE TO ABIDE BY RULES OF INTERCHANGE IN LOS ANGELES WITH BRITISH AIRWAYS WHICH REQUIRES COMPLETE UNLOADING OF AIRCRAFT BEFORE TRIP CONTINUES.

5. TO ASSIST IN CAB REVIEW OF PROBLEM, DEPT WOULD APPRECIATE EMBASSY DETERMINE (1) IF ANZ SELLING NZ-LONDON INTERCHANGE SERVICE BY WAY OF LOS ANGELES WITH TRANSFER/STOPOVER PRIVILEGES AT HONOLULU AND (2) WOULD GNZ APPROVAL OF HONG KONG/LONDON SECTOR BE AUTOMATIC ONCE UNITED KINGDOM APPROVED (SEE REFTTEL 1)?

6. DEPT HOPES PAN AM'S CONCESSIONS AND V.P. VISIT WILL DETER GNZ FROM PUNITIVE ACTION AND LEAD TO MUTUALLY SATISFACTORY SOLUTION. INGERSOLL

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